

District School Board of Pasco County

20430 Gator Lane • Land O' Lakes, Florida 34638 • 813/794-2221

Heather Fiorentino, Superintendent

www.pasco.k12.fl.us

Department of Purchasing

Kendra Goodman, CPPO, CPPB, Purchasing Agent

813/794-2221 Fax: 813/794-2111 727/ 774-2221 TDD: 813/ 794-2484

352/524-2221 e-mail: kgoodman@pasco.k12.fl.us

July 26, 2011

MEMORANDUM

TO:

Honorable School Board Members

FROM:

Kendra Goodman, CPPO, CPPB, Purchasing Agent

SUBJECT:

Permission to Negotiate a Contract with Tyler Technologies

On April 5, 2011, official action was taken to approve three (3) firms, Cherry Road Technologies. Oracle America, and Tyler Technologies to be elevated to the in-depth discovery, site visits, and Requests for Clarification stage of the selection process for the District's new Enterprise Resource Planning (ERP) system.

The three (3) firms presented and demonstrated their software to the ERP team June 6, 2011, through June 11, 2011. To ensure that all presenters covered the same material, for the same amount of time, the sessions were tightly scripted and moderated by our contracted consultant for the project, Government Finance Officers Association (GFOA). The sessions were attended by members of the Evaluation Committee and subject-matter experts in the various modules required.

The three (3) firms were independently scored by the Evaluation Committee members on General Questions, Module Scope/Phasing, Implementation, Change Management and Training Services, Staffing, Customizations and Interfaces. These individual scores were averaged; Purchasing scored the firms' costs, using the weighted ratio of cost methodology, and the firm's response to the District's Terms and Conditions. Scoring results are presented in the attached tabulation.

It is the consensus of the Committee that the firms rank as follows', highest to lowest: 1) Tyler Technologies, 2) Cherry Road Technologies, and 3) Oracle America. This ranking has been presented to the ERP Executive Committee, and was approved by them on July 11, 2011.

At this time, the ERP Team is requesting permission to enter into negotiations with Tyler Technologies to provide the District with a new ERP system. After a mutually agreeable contract has been reached, it will be presented to the Board for approval.

Please contact me or Michael Woodall, Buying Manager, at your earliest convenience if you have any questions or concerns.

KDG/mw Attachment

July 19, 2011 11:02:00 Date/Time:

DISTRICT SCHOOL BOARD OF PASCO COUNTY RFP TABULATION

Discovery and Site Visits					
Proposal Title: Enterprise Resource Planning (ERP) System	Cherry Road Technologies, Inc.	Oracle America Inc.	Tyler Technologies Inc.		
RFP 11-020-AZ Phase III: Recommend for Contract Negotiation	301 Yamato Rd., Ste 4199	1910 Oracle Way	370 US Route One		
BOARD MEETING	Boca Raton, FL 33431	Reston, VA 20190	Falmouth, ME 04105		Recommend for Contract Negotiation
- And Annual Control of the Control	***************************************	- In the second second			
Weighted Cost (max. 20 pts.)	14.00	12.89	20.00		A second residence of the seco
Actual Proposal Cost	\$18,824,347.00	\$20,454,365.00	\$13,180,634,00	ж	1) Tyler @ 88.46
Software (max. 20 pts.)	12.71	12.92	17,58		
with the control of t		- Colorina Contractor (contractor)		entairent.	
Business Process Inprovement/Change Management Capabilities (max. 15 pts.)		9.67	13,00		2) Cherry Road @ 69.13
					3) Oracle America @ 60.14
Proposer Project Team (max. 10 pts.)	7.25	5,17	8,04		to the state of th
Understanding of District's Needs (max. 10 pts.)	1	5.00	8.83	nine.	
Project Scope/Phasing (max. 10 pts.)	6.08	6.33	8,17	,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,	
Training Capabilities (max. 10 pts.)	6.83	6.17	8.83		
Compliance with District Terms & Conditions (max. 5 pts.)	3.00	2.00	4.00		
TOTAL	69.13	60.14	88,46		
*Costs used for evaluation purposes only. Final contract price will be negotiated with selected vendor.					